

## Message Text

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ACTION EA-09

INFO OCT-01 NEA-10 ISO-00 EB-07 /027 W  
----- 032269

R 110607Z AUG 75  
FM AMEMBASSY SEOUL  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 2004  
AMEMBASSY SINGAPORE  
AMCONSUL HONG KONG  
AMEMBASSY TOKYO  
AMEMBASSY JIDDA

UNCLAS SEOUL 6089

E.O. 11652: N/A

TAGS: ETRD, KS

SUBJECT: MAJOR PROJECT: DONGBU SANGSA CO. CONSTRUCTION  
MACHINERY

1. PROJECT DESCRIPTION: DONGBU SANGSA CO., LTD. (WTDR: 05-75)  
HAS INFORMED EMBASSY THAT DONGBU AFFILIATED FIRM MIRYUNG  
CONSTRUCTION CO. HAS BEEN AWARDED CONTRACT FOR FIRST PHASE OF  
SAUDI ARABIAN TUBAIL PROJECT. PROJECT IS REPORTED AS SAG  
NAVAL EXPANSION PROGRAM WHICH WILL INCLUDE PORT DEVELOPMENT,  
CONSTRUCTION OF NAVAL BASE FACILITIES AND HIGHWAY CONSTRUCTION.

2. IMPLEMENTING OFFICE:

MR. E.H. KIM  
DIRECTOR  
DONGBU SANGSA CO., LTD.  
CPO BOX 2595  
SEOUL 100, KOREA  
TEL: 72-5220 TX: K28382, K28346

3. COST AND FINANCING: TOTAL PROJECT COSTS ARE REPORTEDLY  
DOLS SIX HUNDRED MILLION WITH PORTION AWARDED TO DONGBU  
AMOUNTING TO DOLS THIRTY SEVEN POINT SEVEN MILLION. EMBASSY  
HAS NO INFORMATION ON SAG SOURCE OF FUNDS BUT PRESUME SAG IS  
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SOLVENT AND CONSIDERED TO BE ADEQUATE CREDIT RISK.

4. EXPECTED PROCUREMENT DATED: TUBAIL PROJECT REPORTEDLY STARTS IN SEPTEMBER 1975 WITH COMPLETION BY EARLY 1977. DONGBU PLANS TO SEND PURCHASING MISSION TO U.S. BY END OF AUGUST 1975. PRIOR TO MISSION DEPARTURE DONGBU WISHES TO CONTACT A FEW U.S. SUPPLIERS WILLING TO QUOTE AND SHIP ITEMS IN PACKAGE DEAL TO SAUDI PORT.

5. POTENTIAL U.S. SALES: EQUIPMENT LIST PROVIDED BY DONGBU SOMEWHAT SCANTY AS DETAILED LIST STILL BEING PREPARED: FIRM WILL REQUIRE APPROXIMATELY DOLS 20 MILLION OF CONSTRUCTION MACHINERY TO INCLUDE: BULLDOZERS, CRANES, ROLLERS, CONCRETE BATCH PLANTS, ELECTRICAL EQUIPMENT (GENERATORS, PUMPS) AND CONSTRUCTION AND BUILDING MATERIALS.

6. POST COMMENTS: DONGBU INTERESTED IN DEALING WITH EXPORT MANAGEMENT COMPANY CAPABLE OF QUOTING PACKAGE DEAL FOR CONSTRUCTION MACHINERY AND MATERIALS TO BE SHIPPED TO DAMMAM, SAUDI ARABIA ON CIF TERMS. DONGBU INTERESTED IN QUICKEST DELIVERY POSSIBLE. POST FINDS ITSELF INCREASINGLY INVOLVED WITH KOREAN CONSTRUCTION FIRMS WANTING EITHER U.S. PARTICIPATION OR EQUIPMENT FOR MID-EAST PROJECTS. ANY WASHINGTON ADVICE ON ALTERNATIVE METHODS OF HANDLING OR EXPEDITING THESE PROJECTS WOULD BE APPRECIATED.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CONSTRUCTION INDUSTRY, PROGRAMS (PROJECTS)  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 AUG 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975SEOUL06089  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750277-0406  
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**Line Count:** 86  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** hartledg  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 02 JAN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <02 JAN 2003 by ReddocGW>; APPROVED <10 FEB 2004 by hartledg>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MAJOR PROJECT: DONGBU SANGSA CO. CONSTRUCTION MACHINERY  
**TAGS:** ETRD, KS, US, DONGBU SANGSA CO  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006